Credit Union Report 1991

Credit Unions Weather Recession In Good Shape

Credit unions continued to weather the recession through 1991. Basic safety and soundness ratios, already high, continued on an upward trend. The recession induced credit union members to build savings and curtail borrowing. The result is that credit union assets and savings increased with little change in loans outstanding. Credit unions' capital-to-asset ratios increased and loan delinquencies decreased.

Assets grew 9.3% to $242 billion, and net capital of $18.6 billion made up 7.6% of assets at year-end 1991. Savings grew 9.2% to $219 billion. The credit union share of the consumer savings market also increased, to 6.8% from 6.3% in 1990. Banks also increased their share of the savings market, while S&Ls lost some of their savings market share.

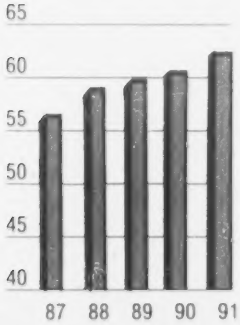
With interest rates declining during the year, many credit union members moved savings out of certificates of deposit and into regular shares and money market accounts. Savings in share certificates dropped nearly 10%, while savings in regular shares and money market accounts increased 15% and 30% respectively.

Loans outstanding remained flat at $142 billion in 1991. Because of the growth in savings, the loan-to-savings ratio dropped to 64.8% from 70.6% in 1990. The credit union share of the auto loan market was 17.5% at year's end, up about a percentage point over 1990. Credit union loans made up 12.4% of all consumer instalment credit at the end of the year. Loan delinquencies continued their decline, from 1.7% of outstandings in 1990, to 1.6% in 1991.

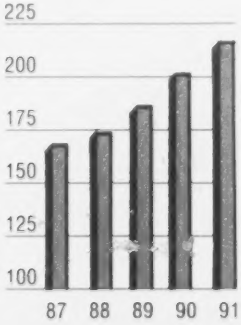
Credit union membership increased nearly a million people in 1991, raising total memberships to 62.4 million. Credit unions continued the trend toward consolidation, their numbers declining 3.8% in 1991 to 13,989.

Credit unions continued to expand their service offerings—almost 30% offer credit cards, 33% offer first mortgages and some 44% offer share drafts. Because these services are generally offered at larger credit unions, with more members, more than two-thirds of credit union members have access to all of these services.

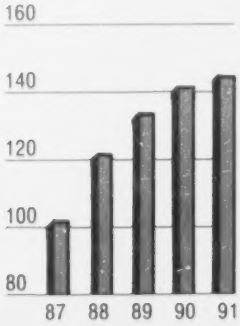
Number of Members
in millions



Savings (Shares and Deposits)
$ billions



Loans Outstanding
$ billions



U.S. Credit Union Totals

$ millions

	Number of Credit Unions	Number of Members	Savings (Shares & Deposits)	Loans Outstanding	Net Capital*	Assets
1991 p	13,989	62,374,344	$219,635	$142,258	$18,536	$242,481
1990	14,549	61,610,957	201,082	141,889	16,731	221,759
1989	15,121	60,332,509	187,508	136,343	8,284	206,255
1988	15,709	58,687,790	178,511	126,619	8,587	196,512
1987	16,274	56,468,219	166,018	110,734	6,832	181,735
1986	16,928	54,947,680	152,850	95,518	6,028	166,299
1985	17,654	51,907,540	125,813	85,123	5,308	137,462
1984	18,375	49,210,277	102,568	75,442	4,646	112,960
1983	19,095	47,446,666	89,693	60,517	3,951	93,327
1982	19,897	46,568,525	74,847	51,489	3,560	82,680
1981	20,784	45,187,932	64,622	50,369	3,339	72,291
1980	21,465	43,930,569	61,724	48,703	3,117	68,974
1979	21,981	41,264,730	55,832	51,215	2,943	64,145
1978	22,203	40,756,348	52,721	49,432	2,751	61,016
1977	22,382	36,642,639	45,992	41,211	2,544	53,038
1976	22,581	33,584,532	38,562	33,925	2,267	44,301
1970	23,687	22,775,511	15,411	14,068	1,124	17,872
1960	20,094	12,025,393	4,976	4,376	274	5,651
1950	10,586	4,617,086	862	679	52	1,005
1990-1991 % change	-3.8	1.2	9.2	0.3	10.8	9.3
1981-1991 % change	-32.7	38.0	239.9	182.4	N.A.	235.4

N.A.: Not applicable p: preliminary

**Beginning with 1990, net capital (capital less loan and investment loss allowances) replaces reserves as used in previous years.*

Percent of Credit Unions Offering Selected Services by Asset Size

$ millions

	$0-$.2	$.2-$.5	$.5-$1	$1-$2	$2-$5	$5-$10	$10-$20	$20-$50	$50-$100	$100+	Total CUs
Once a member, always a member	71.4%	82.6%	85.6%	89.1%	92.6%	95.0%	95.0%	94.7%	96.1%	94.9%	90.0%
Common bond includes family members	82.6	90.6	93.6	95.1	96.6	97.4	97.2	97.2	97.5	98.1	94.9
Service package for retirees	1.6	1.0	1.2	2.1	6.3	12.4	19.5	32.2	44.1	49.9	11.9
Special program for youth	5.4	4.1	3.5	6.4	9.9	14.7	18.9	24.4	33.2	37.0	12.7
Multiple groups including SEGs	5.2	8.6	9.9	14.6	22.2	33.7	42.7	52.8	60.2	62.5	26.9
Discount brokerage	0.0	0.0	0.7	1.6	1.9	5.6	8.9	13.2	24.3	26.9	5.4
Auto leasing	0.5	0.1	0.6	0.8	1.0	2.8	3.3	5.8	11.1	11.6	2.5
Pre-authorized payments (bills)	2.6	6.7	7.9	15.6	29.8	45.5	54.5	59.9	63.3	72.4	31.9
Savings bonds	0.8	0.3	1.1	2.1	3.1	6.5	11.0	17.3	25.0	32.2	6.8
Life savings insurance	76.4	77.6	76.8	74.8	74.3	67.9	66.1	59.2	51.0	43.3	70.0
Direct deposit											
Federal recurring payments	7.9	10.8	19.0	32.6	55.6	78.0	88.0	93.1	94.7	96.5	54.2
Net pay	15.8	18.7	23.6	30.7	48.4	67.8	79.7	85.9	92.2	95.4	51.2
Money orders	4.4	6.1	12.8	22.7	36.1	54.0	63.4	74.6	82.1	80.3	39.1
Safe deposit boxes	0.5	0.9	1.1	1.4	0.8	4.1	10.8	26.0	47.2	56.3	8.4
Remedial financial counseling	9.6	10.2	11.6	17.4	24.0	34.4	40.8	44.2	48.2	53.0	26.5
Formal financial planning	2.3	2.1	2.0	2.6	3.0	5.4	7.1	11.4	19.6	29.0	5.8
ATM cards	0.5	0.0	0.3	2.2	7.9	26.3	47.9	70.8	87.0	95.4	23.7
Debit cards	0.2	0.0	0.2	1.6	2.4	8.1	15.0	22.5	30.9	38.2	8.0
Credit cards	0.8	0.3	0.6	3.2	13.4	41.1	64.1	78.1	88.2	93.0	29.3
Share drafts	1.8	1.8	3.7	14.8	41.4	68.7	83.6	90.9	94.2	97.0	44.2
IRAs	2.0	3.4	14.2	28.2	50.6	73.7	84.7	92.6	95.6	98.1	50.1
Travelers checks	2.6	7.0	14.3	29.4	49.1	70.9	83.0	89.4	95.0	95.7	49.4
Money market accounts	0.8	1.3	2.5	5.0	11.5	24.3	40.1	53.1	75.1	75.5	21.2
SEP IRAs	0.0	0.4	2.1	6.5	14.3	26.3	31.4	36.5	39.4	51.9	17.5
Business checking	2.6	1.7	2.6	8.8	20.4	36.2	45.2	52.0	50.1	42.6	23.6
Trust accounts	0.2	1.2	1.4	2.3	2.3	4.1	5.5	8.0	11.4	14.2	3.8
Home equity line of credit	1.0	1.1	2.4	6.1	12.3	29.0	43.2	57.7	71.7	83.0	23.1
First mortgage loans	4.6	8.8	11.1	16.0	26.3	38.3	57.6	70.9	82.2	90.3	33.6
Other second mortgage loans	2.8	4.4	6.5	15.4	29.7	46.2	61.7	75.4	81.6	86.2	35.0
Home improvement loans	36.3	46.3	49.0	51.9	61.3	68.0	75.8	82.4	88.1	91.7	62.2
Consolidation loans	31.9	47.2	52.0	59.2	70.6	78.0	81.7	89.9	90.2	93.8	67.9
Plane/boat/RV loans	13.9	43.1	59.3	71.4	80.3	85.9	87.7	91.9	93.7	94.9	73.0
Guaranteed student loans	1.5	1.3	2.7	5.4	8.0	16.2	24.1	30.6	44.5	52.4	13.8
Wire transfer	1.3	3.2	6.8	16.3	35.2	59.4	77.1	86.0	93.0	94.6	44.1

State by State Statistics*

State	CUs	State	Federal	# over $50 M	Members	Membership/ Population	Savings ($000)	Loans ($000)	Net Capital ($000)	Assets ($000)	1st Mortgages ($000)	Certificates ($000)	Share Drafts ($000)	IRAs ($000)	# under $5 M
Alabama	215	94	121	17	1,088,193	26.6%	$ 3,624,203	$ 2,360,440	$ 301,749	$ 3,956,551	$ 472,503	$ 865,923	$ 332,552	$ 488,386	125
Alaska	18	2	16	5	332,714	58.4	1,337,485	750,401	43,937	1,545,446	106,062	159,280	208,776	168,627	3
Arizona	77	30	47	19	808,314	21.6	2,665,897	1,764,420	179,892	2,873,397	174,285	487,174	322,159	482,010	33
Arkansas	102	25	77	2	202,270	8.5	572,771	381,095	65,643	642,127	58,243	108,573	29,498	76,384	77
California	877	252	625	142	7,312,892	24.1	31,457,033	21,430,977	2,812,600	34,642,236	4,858,731	5,699,007	3,107,242	5,002,747	346
Colorado	201	82	119	18	1,087,456	32.2	3,776,202	2,106,913	319,096	4,127,632	419,618	795,953	432,484	550,961	108
Connecticut	273	86	187	10	902,339	27.4	2,987,356	1,797,005	214,687	3,224,319	299,147	528,201	217,040	471,764	172
Delaware	54	0	54	4	144,123	21.2	534,178	349,994	44,505	582,878	63,439	62,054	34,113	72,149	28
District of Columbia	97	0	97	14	516,089	86.3	2,036,940	1,334,907	172,520	2,238,005	362,672	401,859	301,724	236,639	47
Florida	330	137	193	45	2,680,562	20.2	9,760,552	5,995,602	786,710	10,722,080	1,200,838	2,112,223	1,077,620	1,420,004	134
Georgia	297	111	186	12	1,249,544	18.9	4,506,238	2,493,658	431,808	4,987,164	402,363	724,720	410,147	566,571	182
Hawaii	131	4	127	13	551,517	41.9	2,804,884	1,756,220	293,235	3,139,921	270,564	333,740	166,508	251,944	47
Idaho	93	50	43	2	301,448	29.0	716,635	510,900	46,331	778,898	41,556	140,343	88,666	92,849	61
Illinois	856	628	228	30	2,329,917	20.2	8,468,224	4,770,539	645,419	9,588,170	933,617	1,051,247	545,829	1,210,672	617
Indiana	332	66	266	29	1,690,961	30.1	5,435,880	3,452,317	460,150	5,929,778	635,502	1,178,679	491,755	661,462	182
Iowa	246	240	6	6	717,396	25.7	1,881,212	1,287,573	160,872	2,064,171	157,221	362,395	182,382	213,755	163
Kansas	184	144	40	8	544,291	21.8	1,627,015	1,024,180	127,646	1,774,067	161,541	435,949	109,974	227,215	119
Kentucky	173	69	104	7	542,756	14.6	1,599,137	1,028,050	158,838	1,774,289	174,494	250,440	151,509	226,894	121
Louisiana	349	77	272	8	782,259	18.4	2,374,691	1,579,782	214,633	2,633,840	263,255	357,722	157,907	246,984	241
Maine	109	10	99	6	481,822	39.0	1,514,381	961,326	114,669	1,641,014	225,093	343,113	161,238	196,793	42
Maryland	169	18	151	22	1,249,271	25.7	4,570,879	3,079,742	343,378	4,987,476	541,124	595,353	416,993	688,459	92
Massachusetts	397	168	229	53	1,717,006	28.6	8,628,312	5,713,715	566,302	9,357,601	2,821,138	1,974,988	459,040	1,391,801	204
Michigan	582	372	210	53	3,645,095	38.9	10,762,863	6,820,158	1,056,615	11,960,483	1,057,522	1,454,931	1,129,913	1,432,877	246
Minnesota	236	175	61	15	1,099,035	24.8	3,543,472	2,416,879	340,609	3,911,808	394,012	651,482	415,744	451,875	123
Mississippi	163	48	115	3	346,508	13.4	945,172	605,820	96,936	1,052,959	84,442	118,324	56,333	98,903	126
Missouri	240	218	22	10	937,034	18.2	2,963,302	1,790,436	237,255	3,234,115	324,674	327,803	245,167	466,768	148
Montana	97	16	81	4	274,150	33.9	772,985	479,679	57,931	836,667	74,275	119,098	76,552	77,050	59
Nebraska	107	40	67	3	317,898	20.0	1,015,243	621,957	90,794	1,115,675	130,853	186,889	71,171	183,657	64
Nevada	35	9	26	6	276,567	21.5	1,200,664	858,271	88,819	1,295,909	231,104	147,220	124,951	188,726	6
New Hampshire	46	29	17	8	294,675	26.7	1,250,055	927,268	84,257	1,341,114	371,917	336,616	126,604	181,011	20
New Jersey	419	31	388	15	1,032,888	13.3	3,693,225	2,090,889	286,531	4,034,520	332,452	514,485	246,227	528,066	300
New Mexico	66	28	38	8	344,490	22.3	1,361,709	895,656	108,399	1,512,052	201,278	317,195	151,714	183,783	32
New York	835	54	781	49	2,986,195	16.5	11,384,321	7,466,333	940,634	12,473,885	1,511,520	1,912,830	944,124	1,762,861	549
North Carolina	239	153	86	14	1,290,342	19.2	5,425,017	3,875,497	436,413	5,908,039	1,074,584	925,072	455,214	880,624	148
North Dakota	78	54	24	2	156,228	24.6	507,353	301,375	36,144	547,204	50,869	167,447	73,059	25,939	57
Ohio*	812	382	430	33	2,519,862	23.0	6,737,624	4,242,663	654,695	7,447,318	664,696	1,067,778	672,995	910,021	542
Oklahoma	114	34	80	13	767,292	24.2	2,604,571	1,506,065	209,365	2,850,628	271,450	513,263	259,938	343,798	45
Oregon	144	26	118	17	887,001	30.4	2,919,943	2,141,220	241,798	3,182,274	372,698	578,545	318,765	537,531	56
Pennsylvania	1,054	133	921	28	2,562,397	21.4	8,155,691	5,234,359	665,056	8,903,586	868,926	1,265,290	533,863	1,006,821	760
Rhode Island	58	46	12	10	288,038	28.7	1,304,127	875,053	132,815	1,456,228	567,216	355,172	113,871	157,734	32
South Carolina	119	29	90	13	739,602	20.8	2,180,711	1,654,696	200,903	2,412,069	355,143	592,572	167,932	294,150	62
South Dakota	68	0	68	2	170,320	24.2	414,231	299,091	34,460	453,781	36,076	113,400	48,099	45,695	48
Tennessee	332	210	122	20	1,196,978	24.2	4,184,124	2,728,956	375,843	4,606,587	725,247	984,363	302,518	628,918	212
Texas	915	333	582	76	4,564,930	26.3	15,711,714	9,264,255	1,225,554	17,720,485	1,198,229	2,959,473	1,821,685	2,441,941	493
Utah	163	112	51	9	855,235	48.3	2,418,644	1,700,845	207,515	2,645,579	183,312	456,990	298,534	300,352	101
Vermont	56	49	7	2	132,277	23.3	419,396	303,582	34,143	457,941	40,594	95,706	36,011	44,059	39
Virginia	299	93	206	24	3,014,355	48.0	10,400,371	7,317,626	920,626	12,023,214	1,004,653	2,031,234	1,309,693	1,888,170	187
Washington	221	114	107	34	1,625,585	32.4	6,592,900	4,173,557	513,329	7,194,373	635,252	981,925	782,682	983,232	89
West Virginia	155	15	140	4	260,390	14.5	857,933	524,439	81,460	948,201	74,204	139,872	41,305	92,053	115
Wisconsin	429	427	2	20	1,597,974	32.2	4,203,234	3,179,121	438,838	4,684,670	788,009	1,024,044	482,783	513,543	274
Wyoming	39	0	39	1	120,640	26.2	297,756	174,852	29,021	332,380	10,093	49,454	39,175	29,859	23
Puerto Rico*	288	247	41	11	837,223	24.4	2,526,359	1,857,342	204,454	2,726,158	382,607	558,845	5,458	14,248	181
Total	13,989	5,770	8,219	979	62,374,344	24.4%	219,634,815	142,257,696	18,535,832	242,480,963	28,660,913	39,916,254	20,757,236	31,639,335	8,281

*Estimated because detailed data are not available for the privately insured credit unions in Ohio and Puerto Rico.
Credit unions in Virgin Islands are included with Puerto Rico. Credit unions in Guam and American Samoa are included with Hawaii. Population taken from P-25 July 1991 estimates.

Distribution of Consumer Savings

$ billions

	December 1991		December 1990			
	Outstanding	Market Share	Outstanding	Market Share	Change 1990-1991	
Commercial Banks	$1,715.5	52.5%	$1,591.9	50.0%	$123.6	7.8%
Savings Institutions	844.5	25.8	917.9	28.8	-73.4	-8.0
Credit Unions	219.6	6.7	201.5	6.3	18.1	9.0
MMMFs	352.5	10.8	345.5	10.9	7.0	2.0
U.S. Savings Bonds	137.7	4.2	125.8	4.0	11.9	9.5
Total	$3,269.8	100.0%	$3,182.6	100.0%	$87.2	2.7%

Share of Auto Loans Outstanding by Selected Lenders

$ billions

	December 1991		December 1990			
	Outstanding	Market Share	Outstanding	Market Share	Change 1990-1991	
Commercial Banks	$111.8	42.5%	$124.9	43.8%	-$13.1	-10.5%
Finance Companies	63.4	24.1	75.0	26.3	-11.6	-15.4
Credit Unions	46.6	17.7	47.0	16.5	-0.5	-1.0
Savings Institutions	13.2	5.0	13.7	4.8	-0.5	-3.9
Pool of Securitized Assets	28.1	10.7	24.4	8.6	3.6	14.9
Total	$263.0	100.0%	$285.0	100.0%	-$22.0	-7.7%

Share of Instalment Credit Outstanding by Selected Lenders

$ billions (not seasonally adjusted)

	December 1991		December 1990			
	Outstanding	Market Share	Outstanding	Market Share	Change 1990-1991	
Commercial Banks	$339.6	45.9%	$347.5	46.5%	-$7.9	-2.3%
Finance Companies	121.9	16.4	137.5	18.4	-15.5	-11.3
Credit Unions	92.3	12.4	92.7	12.4	-0.4	-0.4
Savings Institutions	40.3	5.4	45.6	6.1	-5.3	-11.6
Retailers	44.0	5.9	43.6	5.8	0.5	1.1
Gasoline Companies	4.4	0.6	4.8	0.6	-0.5	-9.5
Pool of Securitized Assets	99.6	13.4	76.5	10.2	23.1	30.3
Total	$742.1	100.0%	$748.1	100.0%	-$6.0	-0.8%

Credit Union Employees by Asset Size

	# CUs	Full-time	Part-time	Volunteers
Less than $500,000	2,259	565	2,191	26,207
$500,001—1,000,000	1,479	666	1,671	18,192
$1,000,001—2,000,000	1,863	1,733	2,198	24,033
$2,000,001—5,000,000	2,680	6,164	2,948	35,376
$5,000,001—10,000,000	1,935	7,992	2,129	25,929
$10,000,001—20,000,000	1,431	11,391	2,175	19,605
$20,000,001—50,000,000	1,363	23,157	3,871	18,809
$50,000,001—100,000,000	502	19,116	2,952	7,379
$100,000,001 & Over	477	50,798	7,695	8,825
Total	13,989	121,582	27,830	184,355

Credit Union Terms

Regular Shares: Approximately equivalent to passbook savings accounts. The average dividend rate at year-end 1991 was 5.1 percent.
Dividends: Interest paid on shares. Rates are set by the credit union's board of directors, and dividends may not exceed credit union earnings.
Share drafts: Transaction accounts, approximately equivalent to checking accounts. Most credit unions pay dividends on balances.
Field of membership: The association, affiliation, or residential area stipulated in a credit union's charter that legally defines who may become a member of a credit union.
Corporate Central Credit Union: A credit union whose members are themselves credit unions.
Credit Union League: The trade association serving credit unions in each state.
Credit Union National Association (CUNA): The national trade association that, through the state leagues, serves about 90% of U.S. credit unions.
World Council of Credit Unions (WOCCU): The international association that aids in the development of the worldwide credit union movement.

A Typical Credit Union

While every credit union is unique, some general characteristics are found in the following asset categories.

Less than $2 million: These credit unions comprise more than 40 percent of all credit unions. They primarily offer their members shares and loans. The average membership for a credit union with between $1 million and $2 million in assets is 776, the average savings per member is $1,660 and the average size of a loan outstanding is $3,164.
$5 million: Credit unions that have reached this asset size have larger memberships that require and can support more extensive services. They may offer share drafts, IRAs, larger consumer loans, automated teller access and credit cards. The average membership for credit unions with between $5 million and $10 million in assets is 2,521, the average savings per member is $2,550 and the average size of a loan outstanding is $3,865.
$50 million: To maintain high quality service to members, these credit unions typically have integrated technology into most aspects of their operations, with many moving toward electronic account access via telephone. The average membership base of a credit union with between $50 million and $100 million in assets is 18,894, the average savings per member is $3,424 and the average size of a loan outstanding is $4,336.

For more information:

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Key Facts About America's Credit Unions

Credit Union Statistics (Year-end 1991)

- Credit union membership totals 62.4 million.
- Credit union assets exceed $242 billion.
- Credit union savings stand at $220 billion.
- Credit union loans outstanding total more than $142 billion.
- There are 13,989 credit unions. Some 8,219 are chartered under federal law, while 5,770 are chartered under the laws of various states.
- Nearly 100% of all credit union savings were insured under federal or state programs at the end of 1991. (Six credit unions have decided to remain uninsured: five in Idaho and one in New Hampshire. These states have no insurance requirements for credit unions, and the credit unions vote annually on whether to become insured.)
- Accounts are typically insured up to $100,000.
- Total credit union assets at the end of 1991 were about 26% of total S&L assets and about 7.2% of total commercial bank assets.
- 90% of credit unions are part of the Credit Union System, which consists of organizations at the local, state and national levels. Through cooperative effort, credit unions of all sizes can offer their members a broad range of financial services.

Credit Unions Are Unique

- Credit unions are not-for-profit financial cooperatives, organized solely to meet the needs of their members.
- Credit unions offer a variety of savings and lending services. While each credit union service profile is different, many offer life insurance coverage for savings accounts and loans at no direct cost to the member, payroll deduction plans, share drafts (checking), money orders, credit and debit cards, and IRAs. Larger credit unions may offer services like home equity and real estate loans. Money earned through interest on loans and income from investments (after operating expenses and reserves) is returned to members in the form of dividends on savings, interest rebates on loans and expanded services.
- Each credit union is governed by its members. The membership elects unpaid, volunteer officers and directors who establish the policies under which the credit union operates. Officials must be from within the credit union's membership.
- Voting is under democratic principles (one person, one vote), no matter how much money, or how little, a member has in shares (savings).
- To join a credit union, a person must be within its field of membership. Typical fields of membership include employee groups, associations, religious or fraternal affiliations and residential areas.

Average Loan Rates by Credit Union Asset Size
$ millions

	Less than $5	$5-$20	$20+	All CUs
Personal (unsecured)				
1991	14.6%	14.6%	14.5%	14.5%
1990	14.9	15.1	15.1	15.1
1989	14.9	15.0	15.0	15.0
1988	14.6	14.7	14.7	14.7
1987	14.5	14.6	14.5	14.5
1986	14.8	15.1	14.8	14.8
1985	15.7	16.2	16.3	16.2
1984	15.4	16.4	16.9	15.6
1983	16.2	16.1	16.7	16.3
1982	15.7	17.0	17.4	15.9
New Auto				
1991	10.3	9.8	9.6	9.6
1990	11.0	10.7	10.6	10.6
1989	11.2	10.9	10.8	10.8
1988	10.8	10.6	10.7	10.6
1987	10.7	10.5	10.2	10.3
1986	11.9	11.2	10.7	10.8
1985	12.6	12.6	12.7	12.6
1984	13.3	13.3	13.6	13.3
1983	13.1	12.9	13.2	13.1
1982	15.0	15.6	14.9	15.1

Composition of Savings in Credit Unions by Quarter

	Qtr.	Share Drafts	Certs/ MMAs	IRAs	Regular Shares
1991	4	9.1%	28.6%	14.4%	47.9%
	3	9.5	28.6	14.3	47.6
	2	9.6	28.9	14.3	47.2
	1	9.4	29.7	14.4	46.5
1990	4	9.4	30.3	14.5	45.8
	3	9.3	30.0	14.3	46.4
	2	9.5	29.2	14.0	47.3
	1	9.3	29.5	14.0	47.3
1989	4	9.5	29.1	14.0	47.4
1988	4	9.3	26.6	13.7	50.5
1987	4	9.4	21.7	13.6	55.3
1986	4	9.1	26.5	12.7	51.7
1985	4	8.9	28.1	11.0	52.0
1984	4	8.6	29.3	8.5	53.6
1983	4	8.0	27.4	5.5	59.1
1982	4	6.8	30.2	2.1	63.1

Credit Union Distribution by Primary Field of Membership

Residential	5.8%
Associational	14.2
Occupational	77.6
Manufacturing	20.9
Transp., Comm., Elec.	8.9
Wholesale & Retail	2.7
Government	18.8
Services (Educ., Hosp.)	16.2
Other Occupational	2.1
Other	2.3

Credit Union Distribution by Asset Size
$ millions

$0-.5	2,259	16.1%
.5-1	1,479	10.6
1-2	1,863	13.3
2-5	2,680	19.2
5-10	1,935	13.8
10-20	1,431	10.2
20-50	1,363	9.7
50-100	502	3.6
100+	477	3.4
	13,989	100.0%

Average Dividends Paid on All Savings

	Qtr.	Rate
1991	4	5.4%
	3	5.7
	2	5.9
	1	6.2
1990	4	6.5
	3	6.4
	2	6.2
	1	6.2
1989	4	6.6
	3	6.5
	2	6.5
	1	6.3
1988	4	6.7
1987	4	6.3
1986	4	6.5
1985	4	7.6
1984	4	8.3
1983	4	7.6
1982	4	7.7

Operating Ratios by Credit Union Asset Size
$ millions

	$.0-$.5	$.5-$1	$1-$2	$2-$5	$5-$10	$10-$20	$20-$50	$50-$100	$100-$200	$200+	Total
Loans Outstanding/Savings	71.3%	71.8%	70.8%	67.4%	64.7%	64.1%	64.5%	64.2%	64.7%	64.4%	64.7%
Capital/Assets	13.8	11.6	10.3	9.3	8.6	8.2	7.6	7.3	7.4	7.2	7.6
Operating Expense/Income	44.4	41.4	38.9	36.8	35.7	35.1	34.5	34.1	31.8	27.7	32.1
Share Drafts/Savings	0.2	0.5	1.2	3.2	5.3	7.0	8.9	11.0	10.6	10.8	9.4
Certificates/Savings	2.2	4.9	8.2	10.8	13.3	15.4	17.7	19.9	20.2	19.4	18.1
Loans Outstanding/Assets	60.2	62.5	62.7	60.5	58.6	58.3	59.0	58.7	58.8	57.8	58.6
Savings/Assets	84.5	87.1	88.6	89.7	90.6	90.9	91.3	91.5	91.0	89.6	90.5
Investments/Assets	33.6	32.7	33.4	35.7	37.6	37.5	36.6	36.6	36.6	38.0	37.1
Members/Potential Members	31.0	32.2	35.9	35.9	35.4	29.0	29.9	30.9	36.0	35.9	33.0
Annual Savings Growth*	2.0	7.9	10.2	10.8	10.7	9.9	9.7	10.3	9.8	11.2	10.4
Annual Loan Growth*	-5.2	-2.5	-1.2	-1.1	-0.9	-0.5	0.6	2.1	1.6	3.5	1.6
Annual Asset Growth*	1.6	6.9	9.4	10.1	10.2	9.6	9.5	10.1	10.0	11.9	10.5
Savings/Members**	$831	$1,313	$1,680	$2,102	$2,526	$2,889	$3,236	$3,509	$4,059	$4,809	$3,533
Loans Outstanding/Members**	$592	$943	$1,190	$1,416	$1,635	$1,853	$2,088	$2,251	$2,624	$3,099	$2,285
Avg. Consumer Loan Made in 1991** (includes mortgage loans)	$1,752	$2,290	$2,662	$3,015	$3,076	$3,143	$2,941	$2,363	$2,816	$3,101	$2,887

Data from year-end 1991 Operating Ratios And Spreads.

**Will not equal overall growth because it ignores the effect of mergers*

***In dollars*

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Printed in U.S.A.
by Union Labor